



**KSTU**  
**5020 W. Amelia Earhart Dr.**  
**Salt Lake City, UT 84116**  
**(801)532-1300**

# CONTRACT

<u>Contract / Revision</u> 568923 /		<u>Alt Order #</u> 09793956
<u>Product</u> AMER CHEM COUNCIL		
<u>Contract Dates</u> 08/17/12 - 08/22/12		<u>Estimate #</u> 549
<u>Advertiser</u> American Chemistry Council		<u>Original Date / Revision</u> 08/16/12 / 08/16/12
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> KSTU	<u>Account Executive</u> Dan Driscoll	<u>Sales Office</u> Washington DC
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>IDB#</u> 8007	<u>Advertiser Code</u>	<u>Product Code</u>
<u>Agency Ref</u>		<u>Advertiser Ref</u>

And:

**Abar Hutton Media**  
**6190 Grovedale Court**  
**Suite 200**  
**Alexandria, VA 22310**

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Spots	Amount
N 1	13	08/17/12	08/21/12	M-F 6a-7a	6a-7a		:30			NM	2	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/17/12	08/23/12	MT--F--				2	\$350.00			
N 2	13	08/17/12	08/21/12	M-F 6a-7a	6a-7a		:30			NM	4	\$1,600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/17/12	08/23/12	MT--F--				4	\$400.00			
N 3	13	08/17/12	08/21/12	M-F 7a-8a	7a-8a		:30			NM	4	\$1,600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/17/12	08/23/12	MT--F--				4	\$400.00			
N 4	13	08/17/12	08/21/12	M-F 8a-9a	8a-9a		:30			NM	4	\$1,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/17/12	08/23/12	MT--F--				4	\$350.00			
N 5	13	08/17/12	08/21/12	M-F 8a-9a	8a-9a		:30			NM	4	\$1,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/17/12	08/23/12	MT--F--				4	\$350.00			
N 6	13	08/17/12	08/21/12	M-F 11a-12p	11a-12p		:30			NM	2	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/17/12	08/23/12	MT--F--				2	\$200.00			
N 7	13	08/17/12	08/21/12	M-F 5p-530p	5p-530p		:30			NM	1	\$425.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/17/12	08/23/12	MT--F--				1	\$425.00			
N 8	13	08/17/12	08/21/12	M-F 530p-6p	530p-6p		:30			NM	1	\$425.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/17/12	08/23/12	MT--F--				1	\$425.00			
N 9	13	08/17/12	08/21/12	M-F 9p-1005p	9p-1005p		:30			NM	1	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/17/12	08/23/12	MT--F--				1	\$1,200.00			
N 10	13	08/17/12	08/21/12	M-F 9p-1005p	9p-1005p		:30			NM	1	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/17/12	08/23/12	MT--F--				1	\$1,200.00			
N 11	13	08/17/12	08/19/12	Sa 7a-9a	7a-9a		:30			NM	2	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/13/12	08/19/12	-----S-				2	\$350.00			

(\* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Two week advance cancellation notice is required unless otherwise specified.

LocalTV does not accept advertising contracts that impermissibly discriminate on the basis of race or ethnicity.



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<u>Contract / Revision</u> 568923 /		<u>Alt Order #</u> 09793956
<u>Contract Dates</u> 08/17/12 - 08/22/12	<u>Product</u> AMER CHEM COUNCIL	<u>Estimate #</u> 549
<u>Advertiser</u> American Chemistry Cou		<u>Original Date / Revision</u> 08/16/12 / 08/16/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Totals Spots Amount	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
N 12	13	08/17/12	08/19/12	Sa 7a-9a	7a-9a		:30			NM	2	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/13/12	08/19/12	-----S-				2	\$350.00			
N 13	13	08/17/12	08/19/12	FOX News Sunday	9a-10a		:30			NM	1	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/13/12	08/19/12	-----S				1	\$150.00			
N 14	13	08/17/12	08/19/12	Su 9p-1005p	9p-1005p		:30			NM	1	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/13/12	08/19/12	-----S				1	\$1,200.00			
N 15	13	08/17/12	08/19/12	Su 9p-1005p	9p-1005p		:30			NM	1	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/13/12	08/19/12	-----S				1	\$1,000.00			
Totals											31	\$14,100.00

Time Period	# of Spots	Gross Amount	Net Amount
07/30/12 - 08/21/12	31	\$14,100.00	\$11,985.00
<b>Totals</b>	<b>31</b>	<b>\$14,100.00</b>	<b>\$11,985.00</b>

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

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Rep Order# 9793956 Ver# 1 Status New Traffic Order#  
 EC'd Yes Printed: 08/15/2012 3:24 PM 1 of 2  
 Last Received: 08/15/2012 1:20 PM  
 Showing Buylines: All Lines

Station KSTU-TV SALT LAKE CITY, UT  
 Advertiser ( ) POLITICAL ISSUE GROU  
 Product AMER CHEM COUNCIL  
 Estimate# 549  
 Buyer JEFF SCATTERGOOD  
 Phone#  
 Fax#  
 Agency ( ) ABAR HUTTON MEDIA  
 6190 GROVEDALE CT, SUITE 200  
 ALEXANDRIA, VA 22310  
 Agency C/P1/P2/E //549  
 Flight Dates 08/17/2012 - 08/22/2012  
 Hiatus Weeks  
 Rep Firm  
 Sales Office ( ) WASHINGTON  
 Salesperson ( ) DAN DRISCOLL  
 Salesperson Phone# 202-955-5342  
 Salesperson FAX# 917-206-9589

--- CONTRACT COMMENT ---  
 AMERICAN CHEMISTRY COUNCIL \*\*\*\*\*NONDISCRIMINATION\*\*\*\*\* PARAGRAPHS 49 AND 50 OF THE UNITED STATES FEDERAL COMMUNICATIONS COMMISSION'S  
 REPORT AND ORDER NO. 07-217 PROVIDES THAT BROADCAST STATIONS' ADVERTISING CONTRACTS WILL NOT DISCRIMINATE ON THE BASIS OF RACE OR ETHNICITY, AND MUST CONTAIN  
 NONDISCRIMINATION CLAUSES. CONSISTENT WITH THIS ORDER, KATZ COMMUNICATIONS, INC. (INCLUDING ANY SUBSIDIARY OR DIVISION OF KATZ) DOES NOT DISCRIMINATE IN ANY  
 BROADCAST ADVERTISING CONTRACT ON THE BASIS OF RACE OR ETHNICITY AND EVALUATES, NEGOTIATES AND COMPLETES ITS BROADCAST ADVERTISING CONTRACTS WITHOUT REGARD TO  
 RACE OR ETHNICITY.

LT	Ln	Day	Time	Program	Len	Rate	Dates	Spots/Week	# of Weeks	Total Spots	Total Cost	Daypart
	1	F,M-TU	6A-630A	NEWS	:30	\$350.00	08/17-08/21	2	1	2	\$700.00	
	2	F,M-TU	630A-7A	NEWS	:30	\$400.00	08/17-08/21	4	1	4	\$1,600.00	
	3	F,M-TU	730A-8A	NEWS	:30	\$400.00	08/17-08/21	4	1	4	\$1,600.00	
	4	F,M-TU	8A-830A	NEWS	:30	\$350.00	08/17-08/21	4	1	4	\$1,400.00	
	5	F,M-TU	830A-9A	NEWS	:30	\$350.00	08/17-08/21	4	1	4	\$1,400.00	
	6	F,M-TU	11A-12P	NEWS	:30	\$200.00	08/17-08/21	2	1	2	\$400.00	
	7	F,M-TU	5P-530P	NEWS	:30	\$425.00	08/17-08/21	1	1	1	\$425.00	
	8	F,M-TU	530P-6P	NEWS	:30	\$425.00	08/17-08/21	1	1	1	\$425.00	
	9	F,M-TU	9P-930P	NEWS	:30	\$1,200.00	08/17-08/21	1	1	1	\$1,200.00	
	10	F,M-TU	930P-1005P	NEWS	:30	\$1,200.00	08/17-08/21	1	1	1	\$1,200.00	
	11	SA	7A-8A	NEWS	:30	\$350.00	08/18-08/18	2	1	2	\$700.00	
	12	SA	8A-9A	NEWS	:30	\$350.00	08/18-08/18	2	1	2	\$700.00	

Rep Order# 9793956 Ver# 1 Status New

Traffic Order#

Printed: 08/15/2012 3:24 PM  
Last Received: 08/15/2012 1:20 PM  
Showing Buylines: All Lines

2 of 2

Station KSTU-TV SALT LAKE CITY, UT  
Advertiser ( ) POLITICAL ISSUE GROU  
Product AMER CHEM COUNCL  
Estimate# 549  
Buyer JEFF SCATTERGOOD  
Phone#  
Fax#

Agency ( ) ABAR HUTTON MEDIA  
6190 GROVEDALE CT, SUITE 200  
ALEXANDRIA, VA 22310  
Agency C/P1/P2/E //549  
Flight Dates 08/17/2012 - 08/22/2012  
Hiatus Weeks

Rep Firm  
Sales Office ( ) WASHINGTON  
Salesperson ( ) DAN DRISCOLL  
Salesperson Phone# 202-955-5342  
Salesperson FAX# 917-206-9589

LT	Ln	Day	Time	Program	Len	Rate	Dates	Spots/Week	# of Weeks	Total Spots	Total Cost	Daypart
	13	SU	9A-10A	FOX NEWS	:30	\$150.00	08/19-08/19	1	1	1	\$150.00	
	14	SU	9P-930P	NEWS	:30	\$1,200.00	08/19-08/19	1	1	1	\$1,200.00	
	15	SU	930P-1005P	NEWS	:30	\$1,000.00	08/19-08/19	1	1	1	\$1,000.00	

---REPORT TOTALS---

Report Totals: 31 / \$14,100.00

---SALES MONTHLY TOTALS---

Aug 12: 31 / \$14,100.00  
Sales Totals: 31 / \$14,100.00  
Station Totals: 31 / \$14,100.00  
Lines not sent/rcld/rtrn: 0 / \$0.00

---COMPETITIVE---

Market Totals	\$61,304	CABL 0%	KDLJ 0%	KJZZ 0%	KSL 18%	KSTU 23%
		KTVX 55%	KUCW 0%	KUTV 4%	UNKB 0%	UNKN 0%

Books null  
Demos RA35+